



# **U.S.-Saudi Arabian Business Council**

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*Strengthening Bilateral Business Relations through Trade and Investment*



# The U.S.-Saudi Partnership

## *A Lasting Business Relationship*



*King Abdul Aziz and President Roosevelt in 1945  
aboard the USS Quincy on the Great Bitter Lake  
segment of the Suez Canal*





# Cultural Challenges

- Saudi Work Rhythm
  - Seasonal rhythm
  - Religious Observances/ Holidays
    - Ramadan
    - Eid al-fitr, Eid al-adha
    - Hajj
    - School holidays
  - Three day weeks (common work days)
  - Daily prayers



# Cultural Challenges

- Communications
  - Skeletal emails
  - Faxes still count
  - Calls are better
  - Visits are best

Take the initiative



# What it takes to succeed

- Patience
- Tolerance for uncertainty
- Perseverance
- Makes friends before you make money

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